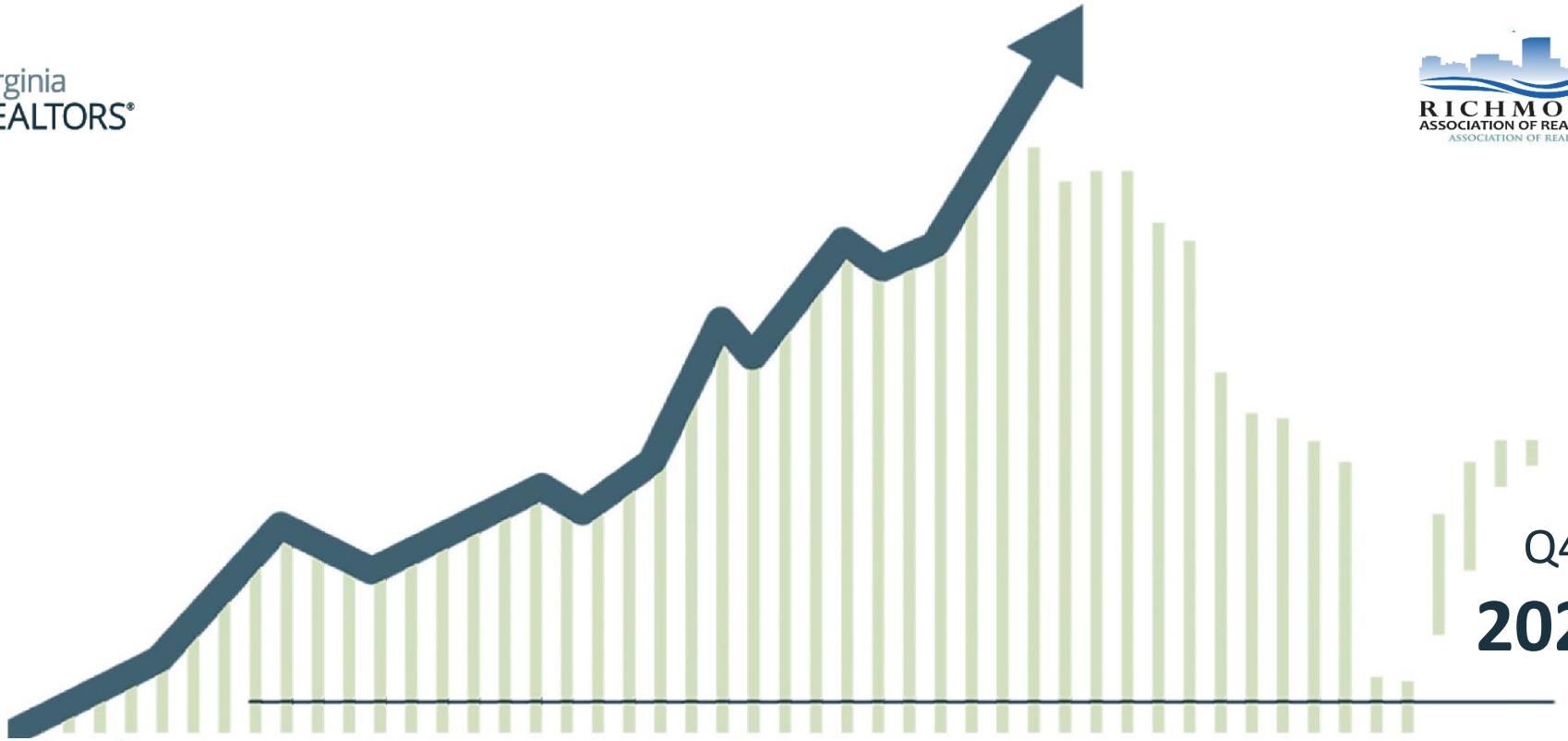
Virginia REALTORS®

RICHMOND ASSOCIATION OF REALTORS®



Q4

2025

RAR RICHMOND REGION

MARKET INDICATORS

CUSTOM REPORT PREPARED BY

VIRGINIA REALTORS®

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Consumers Should Consult with a REALTOR®. Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate? Contact an experienced REALTOR®.

Data Note: The data used in this report provides a complete picture of market activity by county/city. Data is retrived from all MLS systems in Virginia and merged together on a montly basis. All duplicate records are removed as part of the data merging process.

RAR Market Indicators Report

Key Market Trends: **Q4 2025**

- **Sales activity was flat in the Richmond region to close out 2025.** There were 3,644 total sales in the fourth quarter regionwide, just 27 fewer sales than a year ago, a modest 0.7% dip. Statewide, home sales rose 2% from the fourth quarter last year. At the local level, most places in the region had fewer sales, Hanover County (-12.3%) and New Kent County (-7.6%) had some of the sharpest drops. Sales rose in Henrico County (+2.8%) and Powhatan County (+32.4%) compared to the fourth quarter a year ago.
- **Pending sales activity was also flat in the area this quarter.** There were 3,247 pending sales in the Richmond region during the fourth quarter, outpacing last year by just 15 pending sales (+0.5%). Both Richmond City (0.5%) and Henrico County (+0.6%) had relatively flat pending sales activity, while pending sales jumped in New Kent County (+25.7%) and Powhatan County (+22.7%). Pending sales slowed in Goochland County (-6.1%) and Charles City County (-7.1%) compared to the fourth quarter last year.
- **Home price growth is slowing down overall, though some pockets continue to see large gains.** At $419,999, the regionwide median sales price in the fourth quarter inched up 1.2% from a year ago, a gain of about $5,000. The median price declined in Henrico County (-1.5%) and Richmond City (-7.8%). This is the second straight quarter that the median price dipped in the Henrico market. Meanwhile, the median price rose sharply in Powhatan County (+21.3%) and New Kent County (+9.8%).
- **Similar to statewide trends, inventory conditions are improving in the Richmond region.** There were 2,233 active listings on the market at the end of the fourth quarter, which is 181 more listings than were on the market at this time last year, an 8.8% influx. Most of the additional listings were in Chesterfield County (+43 listings), New Kent County (+47 listings), and Henrico County (+38 listings). Despite more listings, the overall supply levels remain tight in the region. There was only 1.8 months of supply region wide at the end of the fourth quarter.

INTEREST RATE TRACKER

January 22, 2026

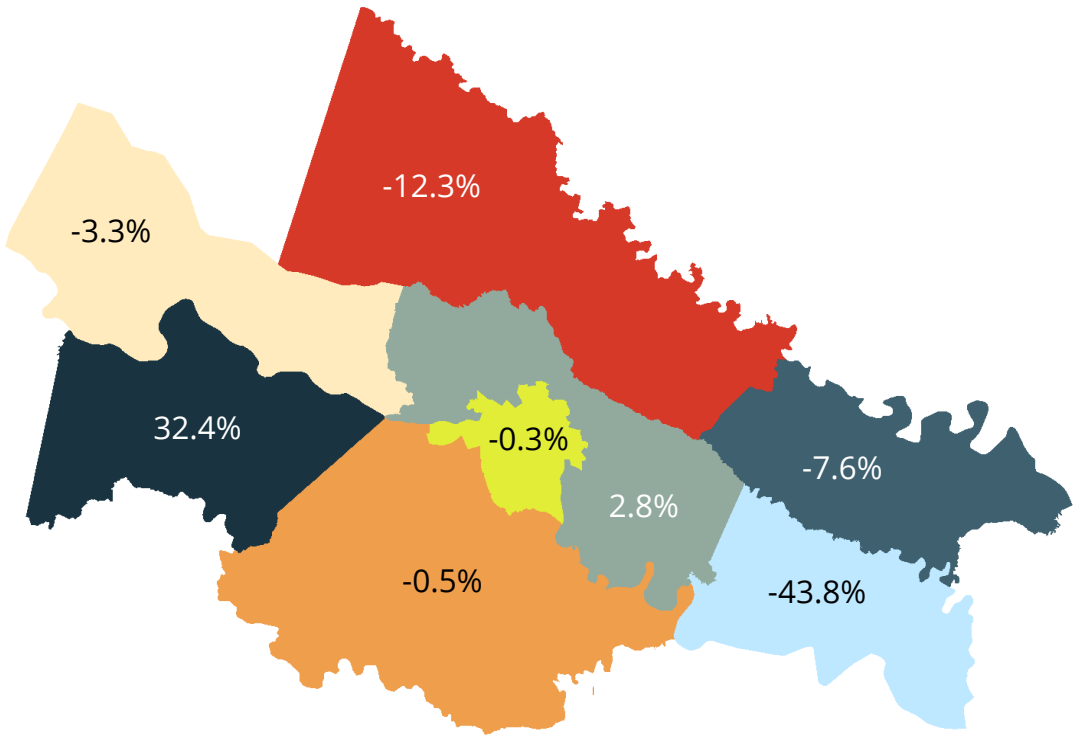
RAR Housing Market Dashboard

YoY Chg	2025 - Q4	**Indicator** (regionwide)
▼ -0.7%	3,644	Sales
▲ 0.5%	3,247	Pending Sales
▲ 1.2%	$419,999	Median Sales Price
▲ 1.7%	$493,653	Average Sales Price
▼ -0.6%	100.0%	Average Sold/Ask Price Ratio
▲ 25.0%	15	Median Days on Market
▲ 8.8%	2,233	Active Listings
▼ -5.7%	1.8	Months of Supply

Sources: Virginia REALTORS®, data accessed January 15, 2026, Freddie Mac

Sales - RAR Region

YoY % Change



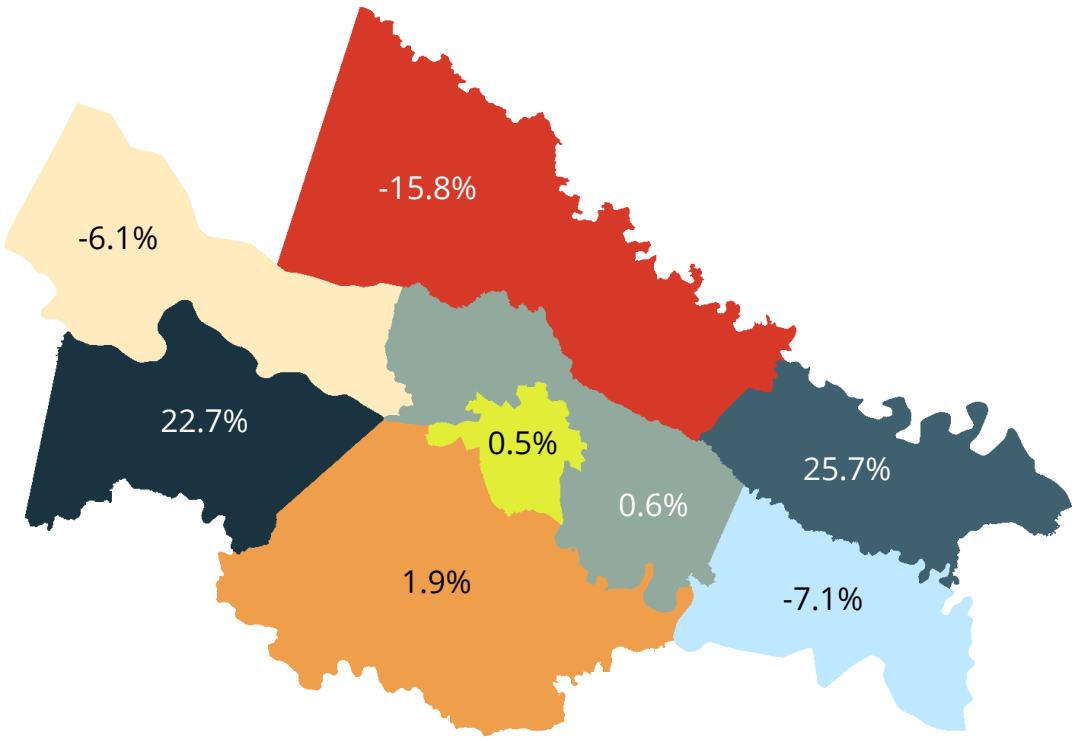
Sales

Jurisdiction	2024 - Q4	2025 - Q4	% Chg
Charles City County	16	9	-43.8%
Chesterfield County	1,323	1,316	-0.5%
Goochland County	123	119	-3.3%
Hanover County	389	341	-12.3%
Henrico County	984	1,012	2.8%
New Kent County	131	121	-7.6%
Powhatan County	71	94	32.4%
Richmond	634	632	-0.3%
RAR Region	**3,671**	**3,644**	**-0.7%**

Source: Virginia REALTORS®, data accessed January 15, 2026

Pending Sales - RAR Region

YoY % Change



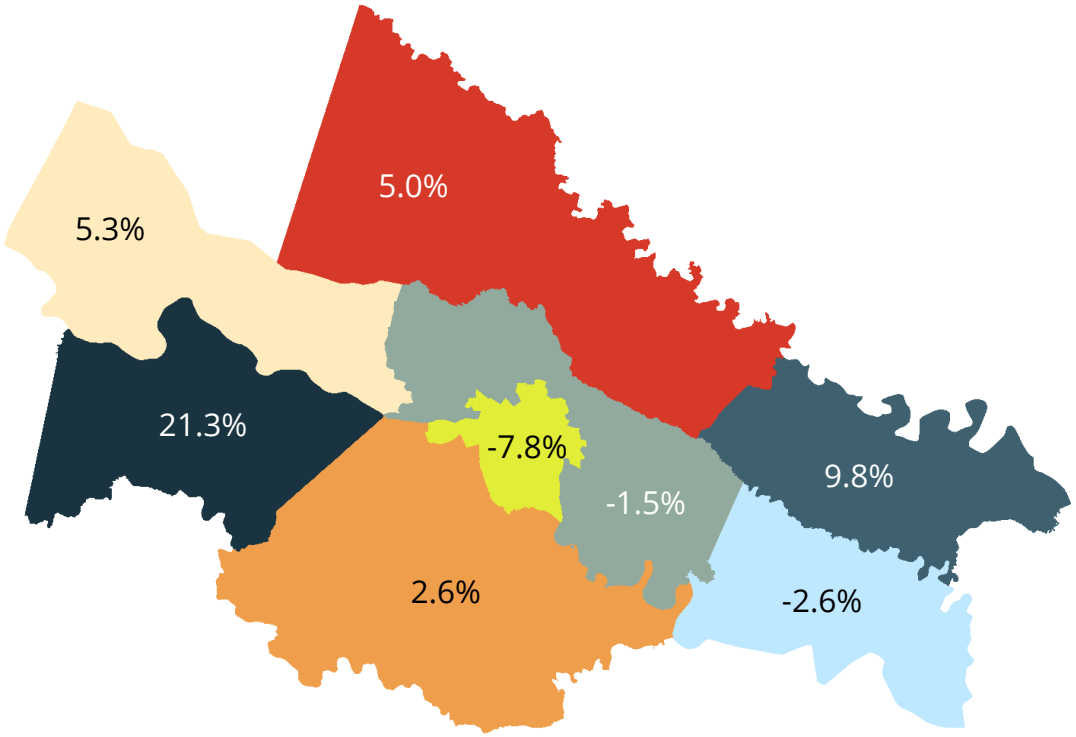
Pending Sales

Jurisdiction	2024 - Q4	2025 - Q4	% Chg
Charles City County	14	13	-7.1%
Chesterfield County	1,172	1,194	1.9%
Goochland County	99	93	-6.1%
Hanover County	330	278	-15.8%
Henrico County	876	881	0.6%
New Kent County	113	142	25.7%
Powhatan County	66	81	22.7%
Richmond	562	565	0.5%
RAR Region	**3,232**	**3,247**	**0.5%**

Source: Virginia REALTORS®, data accessed January 15, 2026

Median Sales Price - RAR Region

YoY % Change



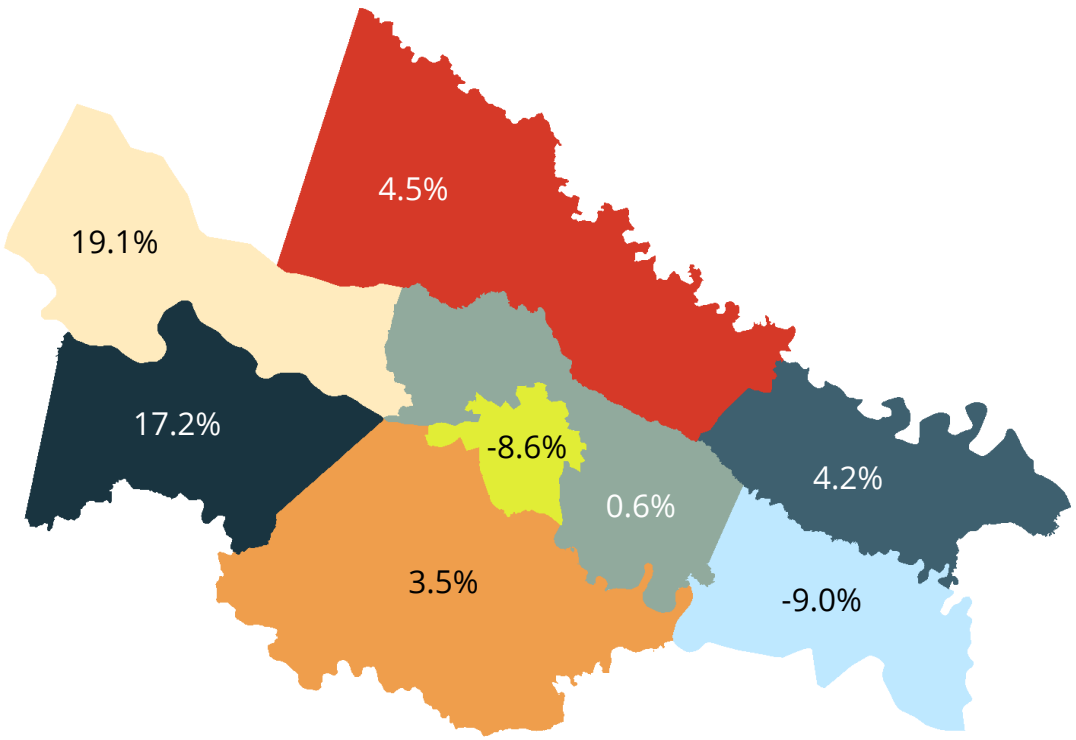
Median Sales Price

Jurisdiction	2024 - Q4	2025 - Q4	% Chg
Charles City County	$277,254	$270,000	-2.6%
Chesterfield County	$407,000	$417,500	2.6%
Goochland County	$665,000	$700,000	5.3%
Hanover County	$452,500	$475,000	5.0%
Henrico County	$405,000	$399,000	-1.5%
New Kent County	$400,000	$439,000	9.8%
Powhatan County	$415,000	$503,500	21.3%
Richmond	$409,000	$377,250	-7.8%
RAR Region	**$415,000**	**$419,999**	**1.2%**

Source: Virginia REALTORS®, data accessed January 15, 2026

Average Sales Price - RAR Region

YoY % Change



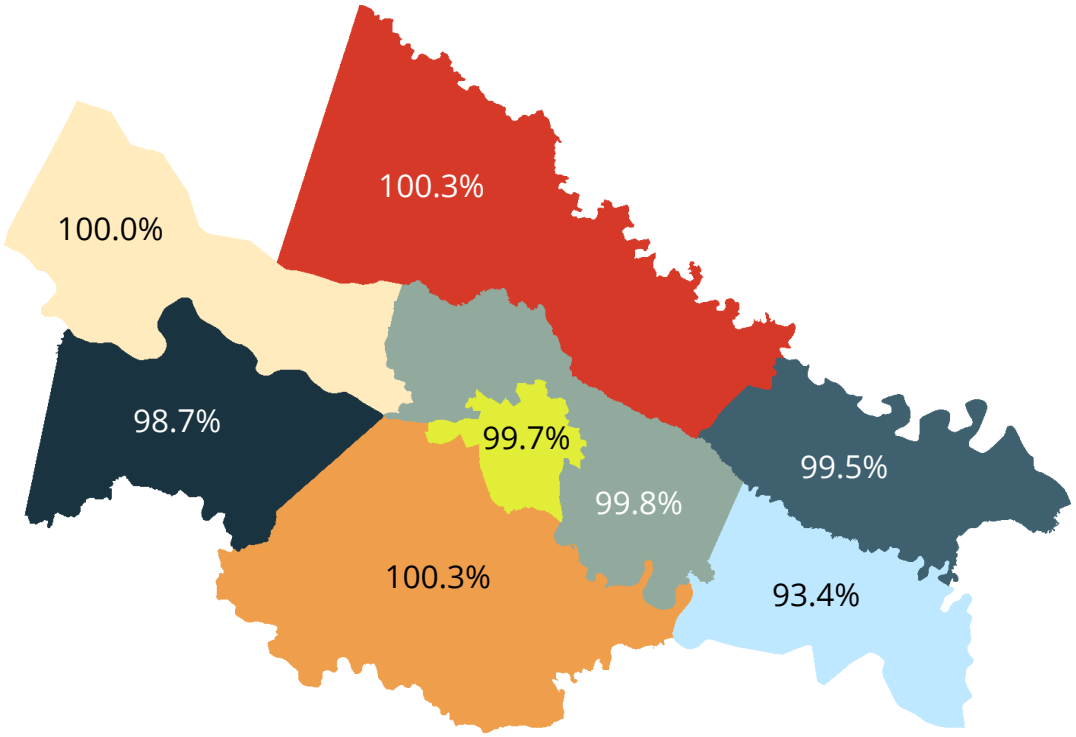
Average Sales Price

Jurisdiction	2024 - Q4	2025 - Q4	% Chg
Charles City County	$302,772	$275,667	-9.0%
Chesterfield County	$460,179	$476,163	3.5%
Goochland County	$742,479	$884,637	19.1%
Hanover County	$505,460	$528,179	4.5%
Henrico County	$464,765	$467,673	0.6%
New Kent County	$451,537	$470,637	4.2%
Powhatan County	$503,614	$590,210	17.2%
Richmond	$516,816	$472,573	-8.6%
RAR Region	**$485,303**	**$493,653**	**1.7%**

Source: Virginia REALTORS®, data accessed January 15, 2026

Average Sold/Ask Price Ratio - RAR Region

2025 - Q4 (%)



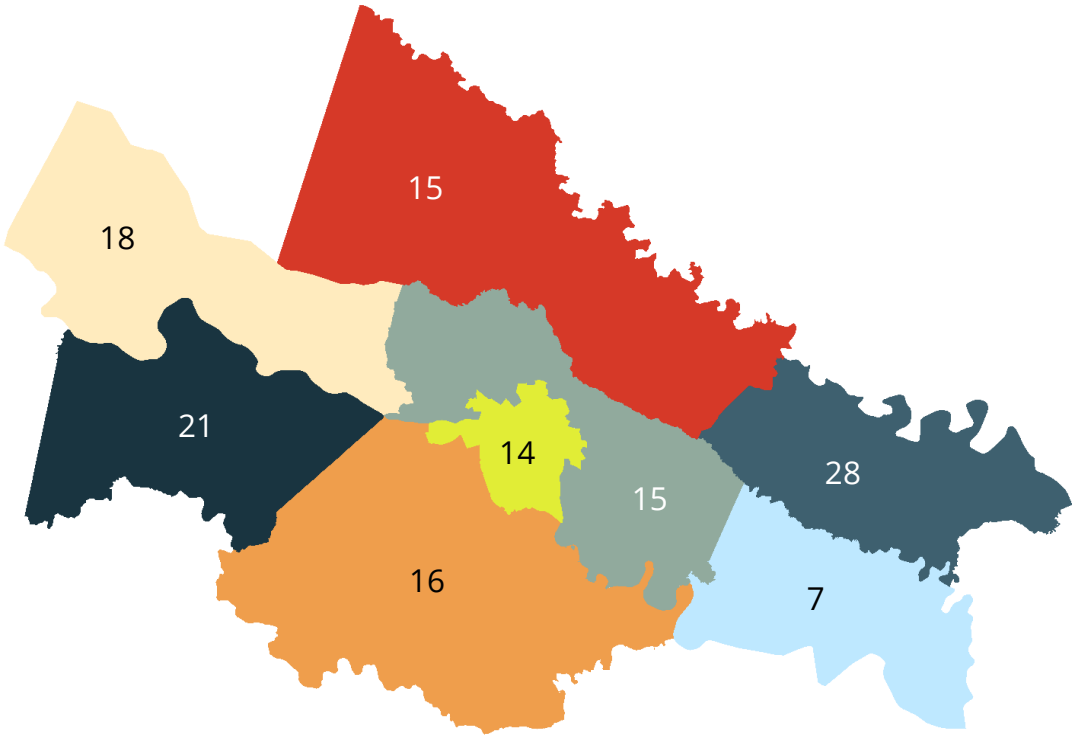
Average Sold/Ask Price Ratio

Jurisdiction	2024 - Q4	2025 - Q4	% Pt. Chg
Charles City County	99.8%	93.4%	-6.5%
Chesterfield County	100.5%	100.3%	-0.2%
Goochland County	101.9%	100.0%	-2.0%
Hanover County	100.4%	100.3%	-0.2%
Henrico County	100.4%	99.8%	-0.5%
New Kent County	99.8%	99.5%	-0.3%
Powhatan County	100.6%	98.7%	-1.9%
Richmond	100.7%	99.7%	-1.0%
RAR Region	**100.5%**	**100.0%**	**-0.6%**

Source: Virginia REALTORS®, data accessed January 15, 2026

Median Days on Market - RAR Region

2025 - Q4 (Days)



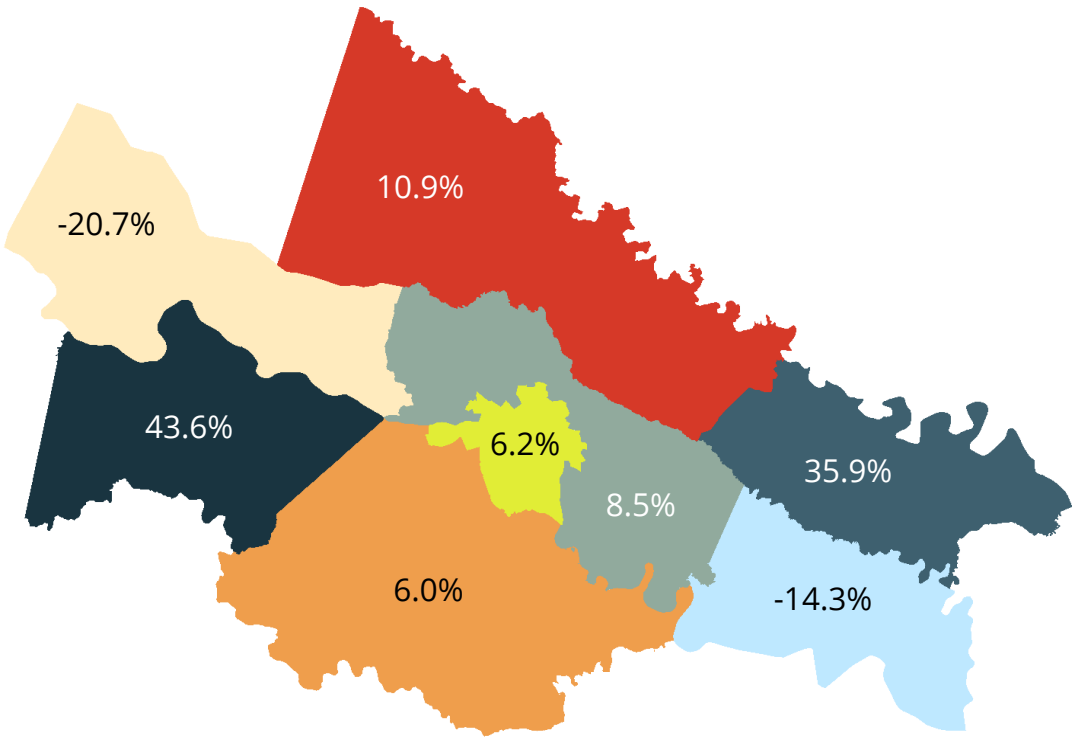
Median Days on Market

Jurisdiction	2024 - Q4	2025 - Q4	% Chg
Charles City County	18	7	-61.1%
Chesterfield County	13	16	23.1%
Goochland County	13	18	38.5%
Hanover County	12	15	25.0%
Henrico County	9	15	66.7%
New Kent County	30	28	-6.7%
Powhatan County	12	21	70.8%
Richmond	12	14	16.7%
RAR Region	**12**	**15**	**25.0%**

Source: Virginia REALTORS®, data accessed January 15, 2026

Active Listings - RAR Region

YoY % Change



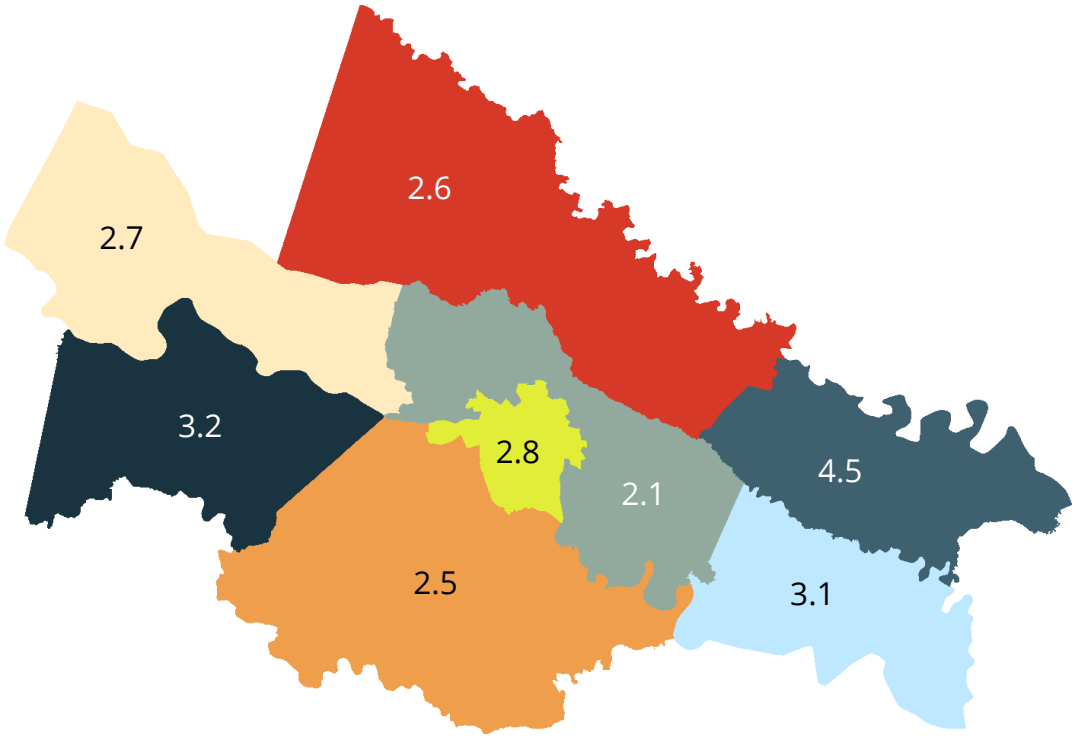
Active Listings

Jurisdiction	2024 - Q4	2025 - Q4	% Chg
Charles City County	7	6	-14.3%
Chesterfield County	720	763	6.0%
Goochland County	87	69	-20.7%
Hanover County	220	244	10.9%
Henrico County	446	484	8.5%
New Kent County	131	178	35.9%
Powhatan County	55	79	43.6%
Richmond	386	410	6.2%
RAR Region	**2,052**	**2,233**	**8.8%**

Source: Virginia REALTORS®, data accessed January 15, 2026

Months of Supply - RAR Region

2025 - Q4 (Months)



Months of Supply

Jurisdiction	2024 - Q4	2025 - Q4	% Chg
Charles City County	1.8	3.1	65.7%
Chesterfield County	1.6	2.5	51.1%
Goochland County	2.4	2.7	15.7%
Hanover County	2.2	2.6	21.2%
Henrico County	1.3	2.1	55.9%
New Kent County	3.4	4.5	30.3%
Powhatan County	2.1	3.2	54.0%
Richmond	1.7	2.8	65.5%
RAR Region	**1.9**	**1.8**	**-5.7%**

Source: Virginia REALTORS®, data accessed January 15, 2026

Virginia REALTORS®

The Virginia REALTORS® association is the largest professional trade association in Virginia, representing 35,000 REALTORS® engaged in the residential and commercial real estate business. The Virginia REALTORS® association serves as the advocate for homeownership and private property rights and represents the interests of real estate professionals and property owners in the Commonwealth of Virginia.

NOTE: The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

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Data and analysis provided by Virginia REALTORS® Research Team

The numbers reported here are preliminary and based on current entries into multiple listing services. Over time, data may be adjusted slightly to reflect increased reporting. Information is sourced from multiple listing services across Virginia and is deemed reliable, but not guaranteed.